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# VMware View™ & Fusion-io VDI appliance

Offering you a complete VDI solution  
from €359,-\* per desktop

# Simplicity.

## De VMware View™ & Fusion-io VDI appliance.

The out-of-the-box VDI appliance from VMware and Fusion-io will save you time, money and manpower. VMware and Fusion-io break new ground in simplifying IT with this out-of-the-box, uniform virtual desktop infrastructure.

These VDI appliances allow for a quick and easy assessment of whether VDI is suitable for your company. Configuring a setup is done in three simple steps, giving you an instant view of the required hardware, software and services – and the associated investment.

The low initial purchasing costs of the VDI appliance will amaze you: they are comparable to that of a new pc. It will also halve the total cost of ownership (TCO) for the VMware View™ desktop.

### Instant answers

What hardware, software and services do I need to set up a virtual desktop infrastructure? And what are my options? These are questions you will want an answer to, before you will commit to anything. It is, after all, your investment we are talking about.

The VMware View™ and Fusion-io VDI appliances combine the benefits of the latest, standardized VDI technology with those of a fixed price, out-of-the-box solution that is easy to set up.

### Advantages

- No surprises – a dependable solution, optimized by VMware and Fusion-io
- An instant view of the required investment
- Quick and short-term implementation
- Performance guarantee by VMware and Fusion-io
- Fixed price

### VMware View™

VMware (NYSE: VMW), the global leader in virtualization, from the datacenter to the desktop and cloud, delivers customer-proven solutions that significantly reduce IT complexity and enable more flexible, agile service delivery.

VMware View™ modernizes desktops and applications by moving them into the cloud and delivering them as a managed service. Processes are automated and efficient, security is increased and the total cost of desktop ownership is reduced by 50%. End users get a rich, consistent and high performance desktop experience from any qualified device, whether in the office or on the go.

VMware View™ gives a whole new desktop experience, with a user modus providing all desired functionality and accessible by using a wide array of devices.

### Why Fusion-io?

Fusion-io, a leading provider of system, application and database acceleration, is unleashing the potential of performance-starved applications, allowing companies to rethink the way they architect their data systems.

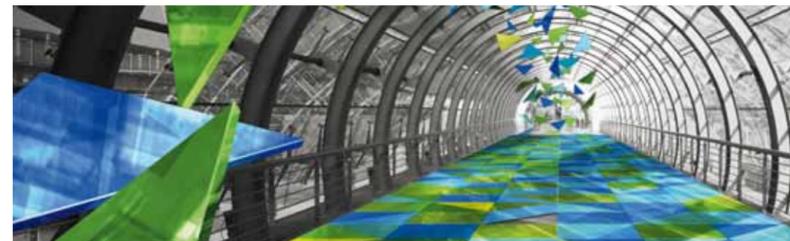
In virtualization the workload of all desktops is concentrated on one or more virtual hosts. A virtual host needs to be able to handle vast amounts of data traffic quickly (IOPS and latency). Imagine the traffic generated by all employees logging at roughly the same time on a Monday morning. The traditional solution to deliver the required performance is installing a huge number of hard disks. But the associated costs weigh heavily on the business case for virtualization.

Fusion-io's NAND flash modules are the answer to this challenge. They are placed directly in the appliances to handle the IO intensive data to maximize performance and minimize latency. In a virtual desktop infrastructure, latency is especially important in shortening user response time and application start-up time. With

NAND flash technology no new dedicated storage solutions are necessary for better performance. And your current storage can still be used for storing user data from the VDI environment.

### Benefits

- More desktops per server
- Performance guaranteed
- Lowest possible latency – the best user experience
- No (extra) central storage needed – and no costs for rack space, power and cooling
- Lower costs per desktop



Implementing the VDI appliance in three steps	
<b>STEP 1 Hardware</b>	VMware and Fusion-io have put together two out-of-the-box configurations for either 50 or 100 concurrent users. Maximum 50 concurrent users: €11.000*, €220,- per desktop. Maximum 100 concurrent users: €14.500*, €145,- per desktop.
<b>STEP 2 Software</b>	The configurations are based on the Premier version of VMware View™, and include desktop management, application virtualization and one year of maintenance. Maximum 50 concurrent users: €245,-* per concurrent user. From 50 till 100 concurrent users: €214,-* per concurrent user.
<b>STEP 3 Services</b>	Site check: €1.000,-* The current desktop functionality is taken as a starting point for the virtual desktop infrastructure. A thorough investigation of the current hardware and software and their use is essential for a successful implementation. We will also check for what applications and functions the VDI appliance server will be used. Naturally, we will take into account your company's budget and risk profile.  Proof of concept (POC): €2.000,-* Seeing is believing. As virtualization is a complete new way of thinking to many companies, VMware recommends setting up a POC. A physical proof of concept is by far the best way to experience the benefits and added value of a virtual desktop infrastructure. It allows you to decide quickly and easily whether our solution responds to the demands and expectations of your company.  Installation: €2.000,-* The VDI appliances will be integrated into the existing network and configured, allowing immediate access for end users. A number of desktop templates will be set up. VMware vSphere™, VMware vCenter Server™ and VMware View Manager™ will be installed and configured, allowing you to set up virtual desktops straightaway.

For more information please contact Fusion-io or your local VMware reseller.

\*Prices are indicative and you cannot exercise rights from it. Please contact Fusion-io for your price quote.